

MR. HENDERSON TELLS BROKER HIS ARGUMENTS

CORRESPONDENT WANTED TO
KNOW HIS IDEAS ON TRADE EXPAN-
SION—AMERICANS SHOULD
FINANCE AMERICA.

The following is a copy of a letter received by the Commercial Association, and the reply thereto:

The Pensacola Commercial Association, Pensacola, Florida.

Gentlemen:—I have been very much interested in your little pamphlet "The Gulf Ports and Panama," which I came across recently, so now write you to get some more data on Pensacola, and its future when the Panama canal is opened. I am doing a brokerage business here in a small way, handling cotton mill stocks mostly, but have been thinking of seeing what may be done in handling consignments of manufactured cotton goods to the various South American countries, if that trade eventually develops, as a result of the canal.

New, the port or ports that will have the steamship lines to South America will get the bulk of the benefit from the canal. I was in Europe all last summer, and I know that the European ship yards have never been busier than they are right now, so it looks to me that we will ship mostly in foreign bottoms for some years to come; or until we can build and run ships as cheaply as the different nations of Europe.

I am told by a friend, who is heavily interested in the International Mercantile Marine Company, that this will be the effect at first. My plan of opening an office for shipping cotton goods to South America is only tentative, and it may be that we in the United States will never be able to sell this class of goods there in competition with European nations as they are produced much cheaper abroad.

They say that Wilmington, N. C., Charleston, S. C., and Savannah, Ga., will be greater ports when Panama is opened than any of the gulf ports. Will you write me and tell me just how and why the gulf ports will get the cream of the business that the Panama canal will open up? I personally believe that the great ports like New York, Boston, and Philadelphia, that will ship manufactured goods, will be benefited mostly, but think that next to them, the gulf ports will come in for the remaining business. I will be glad to have you advise me just why you believe that Pensacola will benefit greatly by the canal. I know you have a fine harbor, but cannot Mobile be made a deep water port, also, by dredging, and is not New Orleans, on account of its size, and splendid railroad facilities, to be reckoned with, also?

I understand a new railroad—the Gulf, Florida & Alabama is building into Pensacola now. About when will this new railroad be finished? As I said before, my plan of opening an office anywhere for the shipping of cotton goods to South America is merely tentative, and may never even be done, as the European manufacturers have at present got the market all over South America "dashed," and I think it will take lots of hard work to effect an entrance there; still, I hope to see this trade eventually tried out in South America, and, if it is, I propose opening an office in the city in the south, whether Wilmington, N. C., Charleston, S. C., Savannah, Ga., Pensacola, Mobile, New Orleans, or Galveston that will offer the best steamship facilities to the west coast of South America.

I wish you would write me, at your earliest convenience, just why the gulf ports will be more benefitted by the opening of this Panama canal than the South Atlantic ports.

I trust you will not think me officious if I were to repeat that my observations in Europe and from a friend who was once with W. H. Grace & Co., New York City, and from a man prominent in International Mercantile Marine Company are to the effect that the nations owning the ships, the large northern ports shipping manufactured goods, and the gulf ports will benefit in the above order from the canal.

Trusting I may get your views and ideas on this very interesting question, I am

Mr. Henderson's reply:

I have yours of November 25th and am much interested therein. I take pleasure in sending you what literature we have.

I quite agree with you that we will doubtless ship in foreign bottoms for some years to come, and as long as we do so, we will be handicapped in our trade with Central and South America.

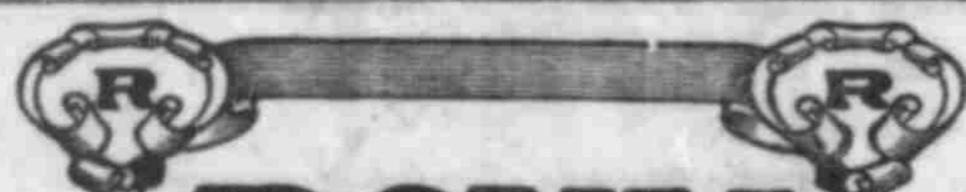
We are endeavoring to overcome that condition locally, to some extent, and in order not to make this letter too long, I send you a copy of the Pensacola Journal of this date, containing a statement relative to the use of the former Pensacola Navy Yard (U. S.) for shipbuilding purposes. In addition

The Lawyer wins by his wits—his mind must be clear at all times. Neither he nor you nor any thinking person can win if wits are dulled by a headache.

HICKS' CAPUDINE
CURES HEADACHE

Take of the tablets—just one tablet at the cause—brain, cold, rheumatism or grippe.

One tablet is a liquid, pleasant to take; quickly effective; contains no camphorine. It's a pain killer to suffer with headache when you really can't sleep! 10c and 20c druggists—trial size 10c.



ROYAL Baking Powder Absolutely Pure

The only Baking Powder made from
Royal Grape Cream of Tartar

Read the Label
Alum Baking Powder will not
make healthful food



to this, we have circularized the American and British shipbuilders, and are endeavoring to locate a plant, irrespective of the navy yard. We are supplementing this movement by endeavoring to pass a bill exempting from taxation for a period of 15 years, American bottoms sailing from Florida ports.

The Panama canal bill, admitting shipbuilding materials into the United States, free of tariff together with the improved facilities for shipbuilding in the United States, should make shipbuilding in the United States as economical as in any other country.

ANOTHER WAY.

There is another way, besides having our own ships, to successfully compete with European manufacturers of cotton goods in South America. It has the objection of being a long road and one that will not soon be terminated, or the end of which will not soon be reached—namely, the manufacture of the raw cotton at home. However, my study of the situation leads me to believe that although American goods carried in foreign bottoms are at a disadvantage, the real reason why American manufacturers of cotton goods are not successfully selling in South America and other foreign countries is because they do not supply the local demand. The European manufacturers, especially the Germans, have made an exhaustive and comprehensive study of what the South American and South African people want; they manufacture goods to supply that want, and these goods have a ready market.

On the other hand, the manufacturers of the United States adopt a staple of a plan, manufactures a large amount of that which sends out American speaking sailors into Spanish-speaking countries and endeavors to force down the throats of the desired purchasers the things they do not want. This conclusion has been reached from reading government and consular reports, rather than from personal experience, but I am sure that it is in the main correct.

Now, as to Wilmington, Charleston, Savannah, etc., being greater than the gulf ports. It opens up a big subject and I cannot think of compassing it in a letter. I have recently prepared an article, however very hurriedly, on domestic and foreign trade and Pensacola. I had to omit much of the detail, and be very brief, but I believe you will admit the justice of the argument.

COAL, IRON AND HARDWOOD.

The deposits of coal, iron, and hardwood near the Atlantic and gulf coasts establish the line of manufacturing. This is emphasized by the fact that the line of water power is between them and the coast. Here, then, along the Appalachian mountains, southwesterly to the neighborhood of Montgomery and Birmingham, Ala., thence northwesterly to Memphis, Tenn. Here the future manufacturing region of the United States, especially in cotton goods. The most southern point in this region is just north of Pensacola. There are among the greatest stores in coal and iron, and here also is to be found the greatest water power, on the Chattahoochee, the Coosa, the Tombigbee, and the Tennessee rivers.

As I look at the matter, there is plenty of business for all. It is not going to be old business nor all of the new business that the gulf ports will get, but because of location with regard to the Panama canal, being in line between the producing states of the United States and the markets—Central and South America, Mexico, China and Japan—the majority of the new business should go via the gulf ports.

Because of the Mississippi river, New Orleans has an advantage over the other gulf ports in that the inland water competition should give her cheaper rates. This advantage will, however, by the construction of an inland waterway along the coast to the Mississippi river. It is nearly all completed now; there is only one hind barrier which will cost \$20,000 to remove, between Pensacola Bay and Mobile Bay.

AS TO MOBILE.

Now, as to the question you ask about Mobile. It is possible, with expenditure of about \$10,000,000 to secure the same depth of water in Mobile Bay that we now have in Pen-

BUY HOLDINGS OF A RAILROAD

St. Louis and San Francisco Takes
Over Property of Louis Houck in
Southern Missouri.

Memphis, Tenn., Dec. 6.—As a result, it is believed of the visit of President H. F. Winchell of the St. Louis and San Francisco Railroad Company to this city, announcement was made today that the road had closed a deal for the Louis Houck railroad interests in southwest Missouri, \$2,000,000 being named as the purchase price.

The roads included in the sale are the Chester, Perryville and St. Genevieve Railroad Company; Cape Girardeau and Chester Railroad Company; Capt. Girardeau and Thesbes Bridge Terminal Railroad Company and the Valley Company with a trackage of 160 miles.

This addition to the lines of the purchasing company will give it practically a double track from Thebes to St. Louis.

CONTINUE TESTIMONY IN CASH REGISTER CASE

Cincinnati, Dec. 6.—Cross examination of Joseph E. Warren, an automobile dealer of Boston, formerly an employee of the National Cash Register Company, of Dayton, was resumed today in the trial of John H. Patterson and twenty-nine other officers and former officers of the company for alleged violation of the Sherman antitrust law.

Good progress has been made during the examination of Warren and it was believed that from now on the cause would be permitted to speed to a conclusion without much further exercise of obstructive tactics.

RARE BOOK SWINDLERS INDICTED BY GRAND JURY

Boston, Dec. 6.—Indictments were returned by the Suffolk county grand jury today against three of the alleged rare book swindlers who have been operating throughout the country. Two of the men indicted, Walter V. Duton and Frank T. Daniels, are under arrest in this city and the third, George M. Fisher, alias George M. Wilson, is in custody in New York.

Two indictments were found in each instance, one charging larceny of \$3,000 from Frank G. Carnahan, of New York, & Harvard student, and the other alleging conspiracy to steal money and chattels of Carnahan.

RETIRING ARMY OFFICER LEAPS FROM A WINDOW

New York, Dec. 6.—Major John C. McKeand, United States army, retired, jumped from the tenth floor of the Hotel Manhattan today and was instantly killed. He had been suffering from melancholia, and was under the care of a nurse.

His wife, who was a Miss Turner of Aiken, S. C., also was ill. The home was in Newport, R. I., and they had been here for the last two weeks. Major McKeand was 45 years old and a graduate of West Point in the class of 1895. He was born in Pennsylvania and was appointed to the military academy from Alabama. Since his retirement, in 1901, he had lived much of the time in Paris.

Subscribe for The Journal.

FIVE ROBBERIES WITHIN A RADIUS OF FIVE MILES

Nashville, Tenn., Dec. 6.—A spree of Elizabethan, Tenn., says five robberies were committed within a radius of five miles in this vicinity last night, the robbers escaping for the North Carolina state line on a railroad bicycle. The East Tennessee and North Carolina Railway depots at Hampton and Elizabethton and the Virginia and Southwestern depots at Elizabethton and Hunter and the post office at the latter place were robbed. A considerable quantity of express and some money was taken.

TAKE THEIR HATS OFF TO CARREL NOW



Dr. Alexis Carrel in his laboratory at New York.

Washington, Dec. 6.—To rescue his passengers from possible ship wreck, Captain Robert Williams plunged from his stranded vessel into the Potomac river and swam ashore for help, with the result that four army officers, two women and fourteen enlisted men early today reached Posts Washington and Hunt, shivering and cold but safe. Captain Williams was in command of the army tug that plies between the forts guarding the approach to the national capital. It went hard aground off Galesborow point, Maryland, during a heavy fog while the officers and men were endeavoring to reach their posts of duty.

When the little vessel refused to draw off, its commander plunger over the side and with clothes on, swam ashore. He got in communication with the fire patrol boat here, which went to the rescue. The tug was brought back here. The passengers went to the fortress house on a suburban train.

Captain Williams' wife was one of the women aboard the boat, when he

was a wife of a sergeant in the party.

All of the officers and men are connected with the fourth artillery.

Today is Candy Day at Balkom's.

Balkom's. A dainty box of Guth's Chocolates with every cash purchase of 25c or over.

WOMAN ACQUITTED OF MURDER CHARGE

Mrs. Minnie LaDuke Found Not
Guilty of Killing Her Husband in
Dallas Last Summer.

Dallas, Tex., Dec. 6.—Mrs. Minnie LaDuke was today acquitted of the charge of murdering her husband, W. A. La Duse, whom she shot last summer because of his alleged attentions to other women. Mrs. La Duse's defense was a straight case of ungratefulness. She is the second person here to be exonerated by juries in the last two days on the unwritten law pines. Yesterday Arthur Turner, who killed another man for insulting his wife, was set free.

HOTEL ARRIVALS

San Carlos—Mrs. W. E. Williams, Falco, O. A. Conner, Chicago; John C. Copper, Birmingham; J. H. Meath, Baltimore; W. R. Cannon, Detroit; C. D. Williams, New Orleans; G. H. Miller, Jacksonville; E. B. Lurton, New Orleans; J. W. Plaine, Salem, Va.; J. M. Thompson, Birmingham; L. Stevens, Jacksonville; John A. Priston, Jacksonville; Frank L. Frister, Hobart, Ind.; Frank Frister, Hobart, Ind.; M. D. Katz, New Orleans; H. D. Sprague, New York; W. A. Dougherty, Baltimore; L. E. Abbott, Atlanta; B. J. Williams, Mobile; F. Copeland, Brookton; A. Nishel, Baltimore; S. J. Weber, Memphis; A. E. Pouncey, Falco; W. L. Carson, Jacksonville; J. L. Simon and wife, Canton, Ohio; A. S. Leath, Birmingham; H. Levy, Nashville; C. H. Landenberger, Philadelphia; L. M. Wood, Chicago; George M. Kurz, New York; H. D. Wharton, Baltimore; C. A. Dexter, Destin; G. H. King, Atlanta; L. Abrams, Chicago; F. K. Seawell, Macon, Ga.; V. J. Hancock, St. Louis; T. H. McDiarmid, New Orleans; W. H. Craig, Montgomery; T. C. Malone, Knoxville; Mrs. G. L. Weston, Quincy, Ill.; R. M. McCashill, Alabama; W. P. Moss, Milwaukee; P. B. Davidson, Quincy; W. F. Mayel, St. Louis; R. E. Parker, Chicago; A. J. Norton, Louisville, Ky.; C. E. Reid, Birmingham.

DENY THAT MAGON HAS REVOLVED AGAINST GOVERNMENT

New Orleans, Dec. 6.—Reports that Flores Magon, who recently resigned as minister of the interior in the cabinet of President Madero of Mexico, had revolted against the government are given emphatic denial in an official cablegram received today from the ministry of foreign affairs in Dr. P. Ornelas, Mexican consul general here.

How about Christmas shopping?

PROBATE JUDGE- ELECT INDICTED

He Is Charged With Others With Vi-
olating Practices Act in Recent Elec-
tion.

Steubenville, O., Dec. 6.—Of the seven men indicted in connection with the investigation of alleged irregularities in the recent election in Jefferson county three, including John D. Belknap, the probate judge-elect, are charged with a violation of the corrupt practices act. Fifteen indictments have been returned so far. It is said twenty-five more will be made.

A Des Moines man had an attack of muscular rheumatism in his shoulder. A friend advised him to go to Hot Springs. That meant an expense of \$100.00 or more. He sought a quicker and cheaper way to cure it and found it in Chamberlain's Liniment. Three days after the first application of this liniment he was well. For sale by all dealers. (Adv.)

Pensacola stores offer ev-
ery inducement for Christ-
mas shoppers. Do your
shopping early.

Dinner Stories

"Mother, turn the bone on me," said little Willie as his mamma was dressing him in the morning.

"Why, Willie, what in the world do you mean?" cried his alarmed and loving mother.

"Well, you've put my stockings on the wrong side out."

A bright spirit of earlier days, Charlie McKeand, an advocate ready for any emergency, dropped into court too late one day to read the depositions, and found himself faced with the duty of defending himself. He burst into a moving harangue, and said he would read the very words of his defense on arrest, since they bore the stamp of conscious innocence. He said he was an attorney, a member of the bar, and had been serving the public for many years. "Na! here we are. Oh, b'm!" He faltered a little when he saw them. "Well, gentlemen, this uneducated woman does not put it as you or I would put it, but she is a good woman, and I am sure she means well. What she says is: 'How the hell could I have the — boots when he was wearing them?' And, gentlemen," continued McKeand in a concluding burst of eloquence, "she is a woman with some confidence, how the hell could she?"

The motto above the great editor's desk reads: "Therefore the story turned in by the cub reporter contained this statement: 'Three thousand nine hundred and ninety-nine eyes were fixed upon me when I read the statement,' asked the great editor, as he prepared to use the hide pencil. 'One man was blind in one eye,'" explained the editor.

How about Christmas shopping?

ELEPHANTS BEAT TIGERS

SECOND BASKETBALL GAME OF
SEASON AT THE Y. M. C. A.
PROVES VERY INTERESTING.

The second game of the season of the Junior league proved to be as good a game as the opening one. The Elephants, who are composed of some of the weaker members of the league, deserve much credit. Their constant and hard struggle to keep the ball close to their goal was a feature.

The first half end with both teams having scored 10 points, and when the second half began, both teams went it with a firm determination to come out as victor. As the boys say, "one has to loose" it followed that the Tigers were the victims of the clumsy Elephants.

The next game, next Tuesday, will be played by the Monkeys and last nights victors. A good game is expected, as both teams are very evenly matched. Come to see the game.

Only One "ROMEO QUININE"
That is the FIFTH BOTTLE OF QUININE
Lotion for the treatment of Eye, GROVE
Cures a Cold in One Day. Cures Grippe
in Two Days. (Adv.)

UNDERWOOD TALKS TARIFF REVISION

Says Committee Will Hold Meeting
and Determine When Hearing Will
Be Commenced.

Washington, Dec. 6.—"We're going to revise the tariff from agate to sine," said Majority Leader Underwood at the White House today